

CAPTURE FISHERIES BUSINESS ANALYSIS OF THE TROLL LINE FISHING FLEET AT THE PALABUHANRATU ARCHIPELAGO FISHING PORT, SUKABUMI, INDONESIA

Analisis Usaha Perikanan Tangkap Armada Pancing Tonda di Pelabuhan Perikanan Nusantara Palabuhanratu, Sukabumi, Indonesia

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(Received November 27th 2024; Accepted December 13th 2024)

ABSTRACT

The troll line fishing fleet is one of several capture fisheries business units often found at the Palabuhanratu Archipelago Fishing Port, Sukabumi, Indonesia. The Sukabumi Central Capture Fisheries Statistics Agency noted a decrease in trolling boats catching and landing fish at the Palabuhanratu Archipelago Fishing Port in the last ten years. This condition allegedly indicates a decline in income for the capture fisheries business players. This research evaluated the net income value of the catch fisheries business unit of the troll line fishing fleet at the Palabuhanratu Archipelago Fishing Port. Data was collected using survey and interview methods from January to March 2023. The purposive sampling method highlighted that 15 respondents consisting of ship owners, captains, and crew members of fishing boats were appointed as sources for this research. Analysis of the fishing business of the Troll Line fishing fleet evaluates the average net income value as 636,496,667 IDR/vessel/year. This net income value is distributed among seven business actors consisting of ship owners (317,596,429 IDR/year), a captain (95,278,929 IDR/year), and four crew members (55,579,375 IDR/person/year). The evaluation value of net income indicates that the fisheries business unit caught by the troll line fishing fleet at the Palabuhanratu Archipelago Fishing Port still has quite promising profits for all business actors.

Keywords: Capture Fisheries Business, Catch Production, Fishing Business Capital, Troll Line Fishing Fleet

ABSTRAK

Pancing tonda merupakan satu diantara beberapa unit usaha perikanan tangkap yang banyak dijumpai di Pelabuhan Perikanan Nusantara Palabuhanratu, Sukabumi, Indonesia. Badan Pusat Statistik Perikanan Tangkap Sukabumi, mencatat adanya penurunan jumlah kapal pancing tonda yang aktif melakukan penangkapan dan pendaratan ikan di Pelabuhan Perikanan

Tangkap Nusantara Palabuhanratu dalam kurun waktu 10 tahun terakhir. Kondisi ini disinyalir merupakan indikator yang menandakan adanya penurunan pendapatan bagi pelaku bisnis armada perikanan tangkap tersebut. Penelitian ini dilakukan untuk mengevaluasi nilai pendapatan bersih dari unit bisnis perikanan tangkap armada pancing tonda di Pelabuhan Perikanan Nusantara Palabuhanratu. Pengambilan data dengan metode survei dan wawancara dilakukan sejak Januari hingga Maret 2023. Metode purposive sampling menggarisbawahi sebanyak 15 responden yang terdiri atas pemilik kapal, nahkoda, dan anak buah kapal pancing tonda ditetapkan sebagai narasumber pada penelitian ini. Analisa usaha bisnis perikanan tangkap armada pancing tonda mengevaluasi rata-rata nilai pendapatan bersih armada pancing tonda sebesar 636.496.667 IDR/kapal/tahun. Nilai pendapatan bersih ini dibagikan kepada 7 orang pelaku usaha yang terdiri atas pemilik kapal (317.596.429 IDR/tahun); nahkoda (95.278.929 IDR/tahun); dan 4 orang anak buah kapal (55.579.375 IDR/orang/tahun). Nilai evaluasi pendapatan bersih mengisyaratkan unit bisnis perikanan tangkap armada pancing tonda di Pelabuhan Perikanan Nusantara Palabuhanratu masih memiliki keuntungan yang cukup menjanjikan bagi seluruh pelaku usaha.

Kata Kunci: Analisis Usaha Perikanan Tangkap, Armada Pancing Tonda, Keuntungan Usaha Perikanan Tangkap, Produksi Hasil Tangkapan

INTRODUCTION

The capture fisheries business in Indonesia is increasingly showing a positive growth trend. The Indonesian Ministry of Maritime Affairs and Fisheries released an increase in capture fisheries production in Indonesia in 2022, reaching 2.01 million tonnes with a monetization value of over 66.2 trillion rupiah. This value has increased by 31.62% compared to the previous year. There has also been an increase in the new fisheries business actors, such as fishermen, inter-port marketers, fish marketers, and fisheries processing actors, who recorded an increase of 207,230 people in the last two years (MFA, 2022).

Enhancement in capture fisheries production also occurred at the Palabuhanratu Archipelago Fishing Port, Sukabumi (Suherman *et al.*, 2020). Statistics on capture fisheries production data at the Palabuhanratu Archipelago Fishing Port tended to experience a significant increase from 1993 to 2013. Fisheries production experienced a decline in the 2013-2017 period. However, a positive growth trend began again after 2017, with an average growth of 21.4% yearly (MFS, 2019).

The Troll Line fishing fleet is one of several fleets most often found at the Palabuhanratu Archipelago Fishing Port (Apriliansi *et al.*, 2021). The trolling fishing fleet always occupies >20.8% of the total active fishing fleet at the Palabuhanratu Archipelago Fishing Port (CSA, 2022). On the other hand, the number of trolling fishing fleets has continuously decreased in the last ten years (MFS, 2022).

Taniu *et al.* (2023) stated that fishermen's income is one indicator that explains the decline or increase in the number of fishing fleets. Analysis and evaluation of the income of capture fisheries business actors can explain the business economic conditions of a capture fisheries business unit (Vinay *et al.*, 2017). Business analysis can also compare the business income performance of several capture fisheries business units operating in the same fishing area (Mas'ud *et al.*, 2018; Purwasih *et al.*, 2016).

Research on the valuation of the trolling fisheries business has been carried out in several regions in Indonesia, such as in Latulahat Village, Ambon (Kewilaa 2023); Barru Regency, South Sulawesi (Mas'ud *et al.*, 2018); Labuhan Lombok Beach Fishing Harbor, East Lombok Regency (Gigentika *et al.*, 2013); Wakatobi Regency, Southeast Sulawesi (Hendri *et al.*, 2018); Bombana Regency, Southeast Sulawesi (Asri *et al.*, 2019); and in Pacitan, East Java (Purwasih *et al.*, 2016). This research evaluated the income of fisheries business actors

from fishing fleets at the Palabuhanratu Archipelago Fishing Port, Sukabumi, Indonesia. The results of this research will provide an overview of the economic conditions of the fishing business. It can also be a source of literacy for comparison with the economic conditions of the business of other fishing fleet units at the Palabuhanratu Archipelago Fishing Port.

METHODS

Research Materials

This research was executed at the Palabuhanratu Archipelago Fishing Port, Sukabumi, Indonesia, from January to March 2023. Research data was obtained based on survey methods and direct interviews. The troll line fishing business actors were targeted as respondents in this research. The business actors are the ship owner, captain, and crew.

In previous research, Apriliani *et al.* (2021) found several fishing fleets led by different boat owners. Based on this information, we mapped 15 respondents from five different fishing groups. Specifically, we used a purposive sampling method to select respondents. The data we collect consists of information on the specifications of the fishing fleet, the production value and selling price of the catch, and the fishing business expenses for the fishing fleet.

Data Analysis

Catch production data is used to analyze the catch composition of the troll line fishing fleet. The percentage value of catch composition is calculated based on the formula (Odum 1983):

$$\left[\text{Catch composition (\%)} = \frac{P_i}{P} \times 100 \right]$$

Where P_i : the number of catches of a particular species; and P : total number of catches.

Production and sales price data for catches obtained from each respondent were used to calculate the estimated gross income value of the fishing fleet business. The gross income value is calculated using a formula referring to Primyastanto & Wati (2018):

$$\left[\text{TR} = \sum P \times Q \right]$$

Where TR: Total Revenue; P : selling price of a particular species; Q : catch production of certain species.

Total expenditure costs are analyzed based on the cumulation of two types of expenses, grouped based on their nature, namely fixed costs (FC) and operational costs or variable costs (VC). Güngör (2017) stated that fixed costs refer to the principal investment capital of a capture fisheries business and the asset maintenance costs of that investment capital. The value of investment assets is generally calculated as depreciation costs based on the active age of a business asset that can be used optimally. Calculation of depreciation costs is calculated with the following function:

$$\left[\text{DC} = \frac{Y_i}{T_i} \right]$$

With DC: depreciation costs; Y_i : investment capital of an asset; T_i : the technical age of an asset.

Variable costs are generally related to every expense that needs to be paid continuously in each cycle of the fisheries business (Güngör, 2017). Details regarding fixed and variable costs calculated in this research are presented in Table 1.

Table 1. Details of Expenditure Costs for The Fisheries Business Unit for The Troll Line Fishing Fleet

No.	Fixed Cost Details*	Variable Cost Details
1	Fishing vessel	Diesel fuel
2	Fishing vessel engine	Ice block
3	Fishing equipment	Machine oil
4	Fish aggregating device	Freshwater supply
5	Lights generator	Food supply

*Each fixed-cost item consists of depreciation costs and asset maintenance costs.

RESULT

The troll line is one of several fishing fleets that can be found at the Palabuhanratu Archipelago Fishing Port. The boats from the trolling fishing fleet are still classified as traditional boats made from teak, kempas, and ironwood. In fishing activities, trolling fishing fleets generally have tools like fish aggregating devices made from coconut leaves. The specifications of the troll line fishing fleet are comprehensively presented in Table 2.

Table 2. Specifications of The Troll Line Fishing Fleet at The Palabuhanratu Archipelago Fishing Port, Sukabumi

No.	Specification	Details
1	Fishing vessel	
	- Length	12,3 - 15,4 meter
	- Width	2,9 - 3,6 meter
	- Height	1 - 1,3 meter
	- Size criteria	6 - 8 Gross Tonnage
	- The main material	Taek, kempas, and ironwood
2	Fishing vessel engine	22 - 30 PK/HP
3	Fishing tools	<i>Tonda, tomba, taber, layangan</i> , dan handline
4	Supporting fishing tools	
	- Fish Aggregating Device (FAD)	Made of coconut leaves.
	- Global Positioning System (GPS)	eXplorist 100 or Garmin 66s

The troll line fishing fleet at the Palabuhanratu Archipelago Fishing Port generally targets sizeable pelagic fish with high economic value. Skipjack tuna, yellowfin tuna, and bigeye tuna are the main catches from the trolling fleet. Other catches from the trolling fleet include striped marlin, common dolphinfish, sailfish, rainbow runner, mackerel, barracuda, and frigate tuna. Apart from pelagic fish, squid is also a component of the catch of the troll line fishing fleet, which is widely obtained (Table 3).

Table 3. Average of Annual Production and Catch Composition of Each Troll Line Fishing Fleet at The Palabuhanratu Archipelago Fishing Port

No.	Catch Commodities	Average of Catch Production (kg)*	Catch Composition (%)
1	Main Catch	601,972	80.95%
	Skipjack tuna (<i>Katsuwonus pelamis</i>)	292,128	39.29%
	Yellowfin tuna (<i>Thunnus albacares</i>)	202,556	27.24%

No.	Catch Commodities	Average of Catch Production (kg)*	Catch Composition (%)
	Bigeye tuna (<i>Thunnus obesus</i>)	107,288	14.43%
2	Other Catches	141,643	19.05%
	Striped marlin (<i>Kajikia audax</i>)	90,328	12.15%
	Common dolphinfish (<i>Coryphaena hippurus</i>)	20,673	2.78%
	Squid (<i>Loligo</i> sp.)	19,667	2.64%
	Sailfish (<i>Istiophorus platypterus</i>)	4,267	0.57%
	Rainbow runner (<i>Elagatis bipinnulata</i>)	2,882	0.39%
	Mackerel (<i>Scomberomorus commerson</i>)	1,827	0.25%
	Barracuda (<i>Sphyraena barracuda</i>)	1,002	0.13%
	Frigate tuna (<i>Auxis thazard</i>)	988	0.13%
	Total of Catch Production	743,606	100.00%

The total fixed costs (FC) in one year from the trolling fleet fishing business at the Palabuhanratu Archipelago Fishing Port are 144,433,333 IDR with a deviation value of 1,874,135 IDR. This value is the cumulation of asset depreciation costs of IDR 127,533,333 and asset maintenance costs of IDR 16,900,000 (Table 4).

Table 4. Average of Annual Fixed Costs for Troll Line Fishing Fleet

Respondent Number	Depreciation Costs (IDR)	Maintenance Costs (IDR)	Total of Fixed Costs (IDR)
1	123,000,000	20,000,000	143,000,000
2	130,000,000	15,500,000	145,500,000
3	122,000,000	20,000,000	142,000,000
4	125,000,000	17,500,000	142,500,000
5	130,000,000	15,800,000	145,800,000
6	123,000,000	18,200,000	141,200,000
7	127,000,000	18,500,000	145,500,000
8	132,000,000	15,500,000	147,500,000
9	128,000,000	17,500,000	145,500,000
10	126,000,000	16,800,000	142,800,000
11	131,000,000	15,700,000	146,700,000
12	129,000,000	15,500,000	144,500,000
13	130,000,000	15,200,000	145,200,000
14	128,000,000	15,000,000	143,000,000
15	129,000,000	16,800,000	145,800,000
Average	127,533,333	16,900,000	144,433,333
Deviation	3,113,718	1,674,174	1,874,135

The total operational or variable costs (VC) in one year from the troll line fleet fishing business at the Palabuhanratu Archipelago Fishing Port are 212,550.00 IDR with a deviation value of 2,079,234 IDR. Total operational costs consist of costs incurred for purchasing ship fuel amounting to IDR 25,600,000 and supplies costs amounting to IDR 186,950,000 (Table 5).

Table 5. Average of Annual Variable Costs for Troll Line Fishing Fleet

Respondent Number	Fuel Cost (IDR)	Supplies Costs (IDR)*	Total of Variable Costs (IDR)
1	24,750,000	186,000,000	210,750,000
2	27,000,000	185,250,000	212,250,000
3	25,500,000	189,000,000	214,500,000
4	24,750,000	189,000,000	213,750,000
5	24,750,000	185,250,000	210,000,000
6	26,250,000	188,250,000	214,500,000
7	27,000,000	184,500,000	211,500,000
8	26,250,000	184,500,000	210,750,000
9	24,750,000	185,250,000	210,000,000
10	25,500,000	188,250,000	213,750,000
11	24,000,000	193,500,000	217,500,000
12	25,500,000	186,750,000	212,250,000
13	26,250,000	186,000,000	212,250,000
14	25,500,000	188,250,000	213,750,000
15	26,250,000	184,500,000	210,750,000
Average	25,600,000	186,950,000	212,550,000
Deviation	890,425	2,462,577	2,079,234

*Supplies costs include ice blocks, machine oil, and freshwater supplies.

Income analysis based on the production value and selling price of the catch calculates the average gross income of the catch fisheries business unit of the trolling fleet at the Palabuhanratu Archipelago Fishing Port of 993,480,000 IDR with a deviation value of 71,681,679 IDR. After deducting total fixed and operational costs, The net income value is 636,496,667 IDR/ship/year (Table 6).

Table 6. The Average Annual Gross Income and Net Profit of The Trolling Fleet Fishing Business

Respondent Number	Total of Gross Income (IDR)	Total of Net Profit (IDR)
1	982,700,000	628,950,000
2	890,800,000	533,050,000
3	988,400,000	631,900,000
4	1,027,800,000	671,550,000
5	1,105,300,000	749,500,000
6	900,300,000	544,600,000
7	888,500,000	531,500,000
8	1,009,300,000	651,050,000
9	1,102,200,000	746,700,000
10	920,200,000	563,650,000
11	1,086,100,000	721,900,000
12	966,300,000	609,550,000
13	1,003,100,000	645,650,000
14	1,019,900,000	663,150,000
15	1,011,300,000	654,750,000
Average	993,480,000	636,496,667
Deviation	71681,679	71,242,800

The total value of net profits is commonly distributed to 6 fisheries business actors consisting of the ship owner (50% TR), ship captain (15% TR), and four crew members (35% TR). The net annual income for each fishing business actor is 317,596,429 IDR for the ship owner, 95,278,929 IDR for the captain, and 55,579,375 IDR for each crew member (Table 7).

Table 7. The Average Annual Net Income of Each Fisheries Business Actor Using the Troll Line Fishing Fleet

Respondent Number	Ship owner (IDR)	Captain (IDR)	Crew Member (IDR)
1	314,475,000	94,342,500	55,033,125
2	266,525,000	79,957,500	46,641,875
3	315,950,000	94,785,000	55,291,250
4	335,775,000	100,732,500	58,760,625
5	374,750,000	112,425,000	65,581,250
6	272,300,000	81,690,000	47,652,500
7	265,750,000	79,725,000	46,506,250
8	325,525,000	97,657,500	56,966,875
9	373,350,000	112,005,000	65,336,250
10	281,825,000	84,547,500	49,319,375
11	360,950,000	108,285,000	63,166,250
12	304,775,000	91,432,500	53,335,625
13	322,825,000	96,847,500	56,494,375
14	331,575,000	99,472,500	58,025,625
15	327,375,000	98,212,500	57,290,625
Average	317,596,429	95,278,929	55,579,375
Deviation	35,621,400	10,686,420	6,233,745

DISCUSSION

The Troll Line fishing fleet is one of several fleets often found at the Palabuhanratu Archipelago Fishing Port. The trolling fishing fleet generally has vessels between 6-8 gross tons, the most frequently encountered being 6 GT. The cruising range of fishing operations from the trolling fleet is usually located at 105°30'-106°50' East Longitude and 6°59'- 8°22' South Latitude in the Fisheries Management Area of the Republic of Indonesia 573 in the Indian Ocean (Apriliani *et al.* 2021).

As a fishing business unit, the trolling fleet has initial investment capital. Investment capital is one of the main components a business unit needs to run its business (Fitri *et al.* 2013). The investment capital in question consists of the costs of purchasing several main assets, such as fishing vessels, ship engines, fishing equipment, FAD, and generator lights. Fishing vessels are the principal capital investment with the most expensive asset costs compared to other types of assets. The average price of purchasing a trolling fishing boat is IDR 196,428,571, with a technical life of 10 years. Fishing vessels also require maintenance costs, generally incurred every six months, with an average maintenance cost of IDR 2,707,143.

The high cost of fishing vessels is based on the type and quality of wood and the raw material for making them. The fishing vessels of the trolling fleet are composed of wood from teak, kempas, and ironwood trees. Teak wood is generally used as the main frame of ships. Teak wood was chosen as the primary material for constructing the mainframe because it is strong, highly durable, and resistant to seawater acidity (Paputungan *et al.* 2022). Kempas wood and ironwood are used as ship trusses, ship keels, and building blocks for the ship's floor and deck. Kempas wood has the characteristics of a relatively high specific gravity and is robust

against pressure of up to 703.11 Kn/m². This characteristic also makes kempas wood resistant to weathering due to seawater pressure (Ahmad and Nofrizal 2009). Ironwood has strong characteristics, high durability, and can withstand attacks by biofouling organisms such as barnacles and sea worms with an attack intensity of <7% (Boroya *et al.* 2023). Ironwood is also included in the class 1 quality wood group; it isn't easy to find comparisons (Sidiyasa and Juliaty 2003).

The troll line fishing fleet has a driving force source as an engine with a 22-30 PK/HP specification. The engine brands used vary, such as Fanter, Mitsubishi, Yanmar, MWM, and Jiandong (Rahmat and Patadjangi 2008). Each fishing boat generally carries two ship engines, one main engine and one spare engine. The average asset investment price for ship engines is IDR 42,928,571, with a 2-3 years technical life. Ship engine maintenance or upkeep is generally accomplished every three months with an average cost of IDR 835,714.

The trolling fleet has five types of fishing gear used in fishing operations. The five fishing tools are known as *tonda*, *tomba*, *taber*, *layangan*, and hand line. There are differences in specifications between the five types of fishing gear available. *Tonda*, *layangan*, and hand lines are fishing gear commonly used to target fish weighing 5-20 kg. These three fishing tools have hook numbers between 6-8. The *tomba* has hook numbers of 1-3 and targets larger pelagic fish. Meanwhile, *taber* is a fishing tool commonly used to catch squid or small pelagic fish, which will be used as bait to catch larger fish (Annida *et al.* 2021). The average investment asset value of the entire fishing gear fleet is IDR 5,571,429, with an active usage age of no more than six months.

The troll line fishing fleets generally use tools like Fish Aggregating Devices (FAD) to collect target fish. The FAD used in trolling fishing operations is composed of coconut leaves. This FAD is generally replaced every three months (Apriliani *et al.* 2021). We recorded that the average asset value for FAD in the trolling fishery was IDR 56,428,571. Each group of trolling fishermen at the Palabuhanratu Archipelago Fishing Port generally has 1-2 FADs set at certain fishing areas in marine waters. Each fishing group typically has 2-5 fishing vessels (Apriliani *et al.* 2021).

The last type of investment asset for the trolling fishing fleet is generator lights. Even though the trolling fishing fleet is not included in the light fishing group, generator lights are still needed to assist with the technical operation of fishing gear and lighting at night (Apriliani *et al.* 2021). The average asset value of purchasing generator lights for the trolling fleet is IDR 5,142,857, with a technical lifespan of 1 year.

Apart from investment capital and asset maintenance costs as fixed costs, the fishing fleet fishing business unit has operational or variable costs besides investment capital and asset maintenance costs as fixed costs. Operational costs in capture fisheries businesses are a component of the costs incurred on each fishing trip (Tambunan *et al.* 2018).

The operational cost components consist of ship fuel and supplies costs. The cost of supplies consists of food, an oil machine, ice blocks for cold storage of the catches, and freshwater supplies. Ship fuel is the main operational cost component with an expenditure value of IDR 1,826,786/trip or IDR 25,600,000/year. The fuel used is diesel, which is needed per trip between 300 and 400 liters. The total average cost of other supplies is 13,353,571 IDR/trip or 186,950,000 IDR/year.

Troll line is one of the fishing fleets that target sizeable pelagic fish with fast movements as their main catch (Rahmat and Ilhamdi 2015). This research found three primary catch commodities: skipjack, yellowfin, and bigeye. In other research, it was found that these three commodities were also the main catch for various fishing gear, which were also found at the Palabuhanratu Archipelago Fishing Port, such as tuna longlines (Annida *et al.* 2023) and *payang* (Annida *et al.* 2024).

Apart from the three primary catch commodities, we also found eight by-catch commodities consisting of large pelagic fish such as striped marlin, common dolphinfish, sailfish, rainbow runner, mackerel, barracuda, and frigate tuna. We also found squid as one of the catches widely obtained. For this reason, we found that all catches from the trolling fleet are included in captured fisheries commodities with high economic value. Yuliyannah *et al.* (2019) stated that many of the catches from the trolley fishing fleet landed at the Palabuhanratu Archipelago Fishing Port, including tuna and other large pelagics, were sold for export abroad, such as to Japan, the United States, and several European Union countries.

The average gross income value from sales of trolley fishing fleet catches is 70,962,857 IDR/trip or 993,480,000 IDR/year. After deducting fixed and operational costs, the average net income is 636,496,667 IDR/ship/year. This net income value is distributed to each capture fisheries business actor for 317,596,429 IDR/year for the ship owner, 95,278,929 IDR/year for the captain, and 55,579,375 IDR/year for each crew member. This net income value is not much different from the analysis of trolling fishing businesses in other areas, such as Pacitan-East Java. Purwasih *et al.* (2016) calculated the revenue of the fishing business unit from the trolling fleet at the Paniat Pacitan Fishing Port, East Java, at 635,330,000 IDR/year.

The net income value of each actor in the troll line fishing business shows that the business conditions of this fishing business are still quite promising. This income value is even higher than the average income of fishermen or the average minimum income value of Sukabumi Regency. Devita *et al.* (2023) stated that the average income of fishermen in Sukabumi Regency is 3,480,000 IDR/month or 41,760,000 IDR/year. As determined by the local government, the average minimum income in Sukabumi Regency is 3,125,444 IDR/month or 37,505,328 IDR/year.

CONCLUSION

Fisheries caught by trolling fishing fleets at the Palabuhanratu Archipelago Fishing Port still have quite promising business benefits for all fisheries business actors. The average value of net income for each trolley fishing business actor is 317,596,429 IDR/year for the ship owner, 95,278,929 IDR/year for the captain, and 55,579,375 IDR/year for each crew member.

ACKNOWLEDGEMENT

We would like to express our thanks to the extended family of the troll line fishing group at the Palabuhanratu Archipelago Fishing Port. To all ship owners, captains, and ship crew from KM. Doa Ibu, KM. Dua Anak, KM. Sinar Mas, KM. Fajar Mas, KM. Bojo Loro and other groups of trolling fishermen at the Palabuhanratu Archipelago Fishing Port who have agreed to be sources for our research.

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